DOCUMENT RESUME

ED 310 997 SO 020 248

AUTHOR Linden, Fabian; And Others
TITLE A Marketer's Guide to Discretionary Income.
INSTITUTION Bureau of the Census (DOC), Suitland, Md.; Conference Board, Inc., New York, NY, Consumer Research Center.
REPORT NO CRC-8904
PUB DATE 88
NOTE 47p.
PUB TYPE Statistical Data (110)

EDRS PRICE MF01/PC02 Plus Postage.
DESCRIPTORS Census Figures; Demography; Economic Status; *Family (Sociological Unit); *Family Income
IDENTIFIERS *Discretionary Income; *Income Distribution; Income Level

ABSTRACT

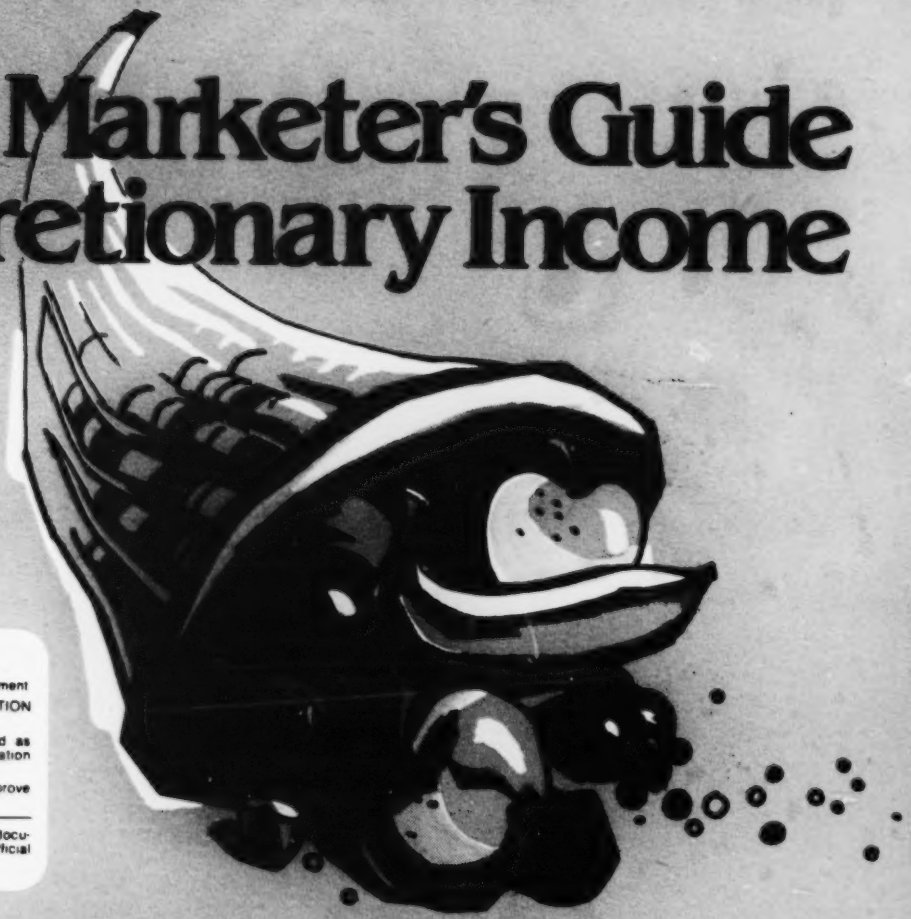
Detailed information about discretionary income--how much money is available after day-to-day needs are met--is important for understanding how consumers spend their money. Business requires a precise definition of discretionary income to assess the market's size, growth, and demographic characteristics. Designed primarily for the marketing community, this edition reports consumer income before and after taxes, the proportion of consumers having discretionary income, and the amount of such income. These figures are broken down according to household characteristics used most frequently by the makers and providers of consumer goods and services. For the purpose of this study, discretionary income is defined as the amount of money which would permit a family to maintain a living standard comfortably higher than the average for similar families. Data is taken from the March 1987 Current Population Survey. Households were grouped according to size, age, place of residence, region, education, number and type of earners, occupation, race, and housing tenures. (Author/PPB)

****
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
****

ED310997

300208248

A Marketer's Guide to Discretionary Income



U.S. DEPARTMENT OF EDUCATION
Office of Educational Research and Improvement
EDUCATIONAL RESOURCES INFORMATION CENTER (ERIC)

☐ This document has been reproduced as received from the person or organization originating it.

☐ Minor changes have been made to improve reproduction quality.

• Points of view or opinions stated in this document do not necessarily represent official OERI position or policy.

A joint study by the
Consumer Research Center, The Conference Board and the U.S. Bureau of the Census.

BUREAU OF THE CENSUS

THE CONFERENCE BOARD

A Marketer's Guide to Discretionary Income

Fabian Linden
Executive Director, Consumer Research Center
The Conference Board

Gordon W. Green, Jr.
Assistant Chief, Population Division
U.S. Bureau of the Census

John F. Coder
Chief, Income Statistics Branch
U.S. Bureau of the Census

A joint study by the
Consumer Research Center, The Conference Board and the **U.S. Bureau of the Census.**

Contents

Why This Report 5

Introduction 7

Highlights 9

Technical Annex 13

Households and Income By Selected Characteristics

- Household Income 17
- Age 21
- Size of Household 25
- Number and Type of Earners 29

Contents (continued)

Education 33

Occupation 37

The Regions 41

Place of Residence 45

Race and Tenure 49

Why This Report

Detailed information about discretionary income—how much money is available after day-to-day needs are met—is important for understanding how consumers spend their money. But business requires a precise definition of discretionary income to assess that market's size, growth and demographic characteristics.

To meet this need, the Bureau of the Census and the Consumer Research Center of The Conference Board have collaborated to create a statistical definition of discretionary income that can produce meaningful, useful information.

The initial report from this program, published in 1982, was extremely well received. In fact, it proved to be one of the most popular publications in the Census Bureau's household income series, and it was also very valuable to members of the Board's Consumer Research Center. There have been many requests for updated information, which this edition will provide.

Designed primarily for the marketing community, the new edition reports consumer income before and after taxes, the proportion of consumers having discretionary income and the amount of such income. These figures are all broken down according to household characteristics used most frequently by the makers and providers of consumer goods and services. The results of this analysis should thus be of considerable use to businesses in formulating marketing strategy.

And beyond the information it provides, this study also represents an important step in demonstrating that business and government can work together for the mutual benefit of both.

The Conference Board and The Bureau of Census acknowledge the contributions of several individuals who assisted in preparing this report. Angela Feldman-Harkins was responsible for the computer programming of the tables and Charles Nelson was instrumental in the development of the estimation of household after-tax income. Paula Coupe and Shirley Smith expertly prepared the text and table formats.

Introduction

This is an updated edition of the study, "A Marketer's Guide to Discretionary Income." Two previous studies in this series have been issued, the most recent based on a survey taken in 1983. This update is based on a survey taken in 1987, and reports the distribution of discretionary income in the previous year by selected household characteristics. Some of the more important changes that have occurred in such distributions between earlier publications and this updated report are reviewed later in this introduction.

The term discretionary income is generally used to define the money available to households after all basic, everyday expenditures have been made. Naturally, this definition requires a more precise statistical formulation, in order to estimate the size, growth, and customer characteristics of the discretionary market. But any definition of discretionary income in precise statistical terms will be arbitrary. Evidently, what some consider a luxury is an essential for others.

For the purpose of this study's series, discretionary income is defined as the amount of money which would permit a family to maintain a living standard comfortably higher than the average for similar families. What follows is a brief description of the procedures used in developing the discretionary income figures shown in this report. (A more extensive description is provided in the accompanying appendix.)

The initial step in deriving discretionary income consisted of cross-tabulating and classifying the 60,000 households in the March Current Population Survey, which is conducted every year by the Bureau of the Census. Households were grouped according to size, age, and place of residence—the most important determinants of how much money a family requires to maintain a particular standard of living. For each of the cross-tabulated household groups, average annual expenditures for personal consumption were derived. The expenditure information comes from data collected by the Bureau of the Census for the Bureau of Labor Statistics under its Consumer Expenditures Survey Program.

The next step involved the calculation of after-tax or spendable income. Households with spendable income at least 30 percent higher than average expenditures for their group were considered to have discretionary income. This cutoff was broadly based on an earlier Labor Department study of the after-tax income that households need to maintain a reasonably comfortable standard of living. Aggregate spendable discretionary income

was defined as the total amount of money (after taxes) in excess of the 30 percent cutoff figure.

In this study, the income data were derived from the March 1987 Current Population Survey. Expenditure relationships were derived from the 1985 Consumer Expenditure Survey, the latest data available at the time these estimates were prepared. Previous studies were based on expenditure relationships derived from the 1972-73 Consumer Expenditure Survey. In order to assess the effect of this methodological change, we have recalculated the estimates derived from the previous study (which was based on the March 1983 Current Population Survey) using expenditure relationships derived from the 1985 Consumer Expenditure Survey. This will enable us to measure changes in discretionary income over the four-year period on a consistent basis. Table A shows selected data from the March 1983 Current Population Survey (both originally published and adjusted) and from the March, 1987 Current Population Survey. All income amounts have been expressed in 1986 dollars, to remove the effects of inflation that occurred over this period.

Use of data from the 1985 Consumer Expenditure Survey—rather than 1972-73 expenditure data—results in a slightly more restrictive universe of households with discretionary income. As shown in the first two columns of Table A, the proportion of households with discretionary income declines from 31.5 to 28.3 percent for the March 1983 Current Population Survey. This finding indicates that average expenditures as a percent of after-tax income were slightly higher in the more recent survey. This would result in a higher dollar cutoff for having discretionary income, thus making it more difficult for a household to be included in this category. As shown in the lower portion of Table A, households that qualified as having discretionary income under the new methodology had a higher mean income before taxes ($50,900 vs. $49,370) and after taxes ($38,170 vs. $36,480). Table A also shows that the mean and per capita amounts of discretionary income did not differ significantly between the two methodologies. However, since fewer households had discretionary income under the new methodology, the aggregate amount received is smaller ($262 billion vs. $293 billion).

Now that discretionary income is measured on a consistent basis, we can examine real changes that have occurred over time. As shown in Table A, the total number of households in the United States increased from 83.9 million in March 1983 to 89.5 million in March 1987. Although the proportion of households with discretionary income rose only slightly during this period (from 28 to 29 percent), this translated into a net increase of 2.1 million additional households with dis-

cretionary income (from 23.8 to 25.9 million). Moreover, the mean amount of discretionary income received by these households rose by 12 percent, from $11,030 to $12,330. Putting together the increase in the number of households with discretionary income and the mean amount received results in a dramatic increase in aggregate discretionary income—from $262 billion to $319 billion, or 22 percent! Thus, in that brief interval, 1983-1987, there was a significant rise both in the number of households with at least some resources for luxury spending, and in the amounts they had to spend.

Table A. Summary Income Statistics: (In 1986 dollars)

March 1983 CPS and March 1987 CPS

Characteristic	March 1983 CPS: Based on 1972-73 CES	March 1983 CPS: Based on 1985 CES	March 1987 CPS: Based on 1985 CES
ALL HOUSEHOLDS			
Number (thousands)	83,918	83,918	89,479
Before tax income:			
Aggregate (billions of dollars)	2,317.3	2,317.3	2,572.3
Mean income (dollars)	27,613	27,613	30,759
After tax income:			
Aggregate (billions of dollars)	1,802.2[1]	1,845.1	2,165.1
Mean income (dollars)	21,476	21,987	24,197
Per capita income (dollars)	7,864	8,051	9,087
HOUSEHOLDS WITH DISCRETIONARY INCOME			
Number (thousands)	26,409	23,764	25,869
Proportion with discretionary	31.5	28.3	28.9
Mean income:			
Before taxes (dollars)	49,365	50,899	56,605
After taxes (dollars)	36,484	38,166	41,940
Discretionary income:			
Aggregate (billions of dollars)	293.4	262.2	319.0
Mean income (dollars)	11,110	11,032	12,332
Per capita income (dollars)	3,919	3,992	4,633

[1]Estimates based on the 1972-73 CES differ from those based on the 1985 CES in that property taxes were subtracted from in the calculation of after-tax income for the former, but not the latter.

The increase in the size of the discretionary income bracket reflects, to a large degree, improved economic conditions during the past several years. The economy went through two recessions during this decade, one lasting from January 1980 to July 1980 and the other lasting from July 1981 to November 1982. Real mean household income before taxes declined during this recessionary period. Income rebounded sharply during the 4 years of economic recovery covered by this report. Mean household income increased by a real 11 percent between 1982 and 1986, both for all households and for those with discretionary income. Thus, much of the increase in income reported here was the result of recovery, but continued growth by the economy raised income above its previous level and resulted in a large increase in the discretionary bracket.

It is difficult to project the likely growth of discretionary income in the years ahead. The interval between this and the previous report is too brief to provide a basis to estimate the future. Many different developments will affect the pattern of growth in discretionary spending power in the coming years. One important factor is the health of the economy; another is the labor force patterns of its workers. During the 1960s and 1970s, for example, the number of multi-paycheck households rose sharply as more and more wives entered the labor force. This clearly contributed considerably to the number of homes with substantially better-than-average income. Only a little more than two-fifths of all households have two or more persons working, but these account for almost three-fifths of all homes in the discretionary income bracket.

In the years ahead, evidently, the rate of increase in the number of families with working wives will increase more slowly, for the simple reason that about two-thirds of all wives under the age of sixty-five are already employed, which makes growth in the future more difficult to achieve than in the past.

Finally, it should be noted that the increase in discretionary income does not represent the full measure of growth in the nation's prosperity. By definition, homes in the discretionary income bracket have incomes substantially above average, but the nation's average income has also been rising, and at an accelerating rate. Between 1945 and 1965, for example, real disposable income per capita grew roughly 33 percent. In the following twenty years, it advanced by about 50%, and has continued to rise since that time. This broader measure provides a better indication of change in overall living standards.

Discretionary income basically reflects the growth in the amount of money available to a segment of the community whose income is substantially above that of similar households. Because of the particular way it is measured, the growth of that market will always be faster than our overall economy. However, the pace at which discretionary income expands is of particular importance to marketers offering the goods and services that have special appeal to the relatively prosperous.

Highlights

Households in the discretionary income bracket accounted for some 53% of the total pre-tax income flow to customers. Homes with discretionary income paid an average of 26% of their earnings for taxes (federal, state and local) compared with only 16% paid by all other households. Some two-thirds of total taxes were collected from those having discretionary resources.

The average after-tax income of households in that bracket was $42,000 in 1987, compared with an average of only $17,000 for all other households. Their average spendable discretionary income was slightly more than $12,300, or roughly 30% of their average after-tax income. Per capita discretionary represents a real increase of more than 16% over the earlier survey.

What follows is a brief demographic, social and economic profile of that segment of the market which has discretionary income. There have been some modest changes in this group's characteristics since the earlier study, but few substantial shifts.

Household Income

- The nation's average household income in the latest survey period was about $30,800. The average is about 85% higher for households in the discretionary income class.
- While homes with annual earnings of $40,000 or more constitute just over a quarter of the population, they account for well over two-thirds of those in the discretionary income brackets. They have at their disposal almost 90% of all discretionary income.
- Among households with discretionary spending power, such income represents about a third of their total disposable income, a ratio slightly higher than indicated in the earlier study.

Age

- The age class 35-60 has a substantially higher-than-average incidence of homes in

the affluent earning brackets. Discretionary income is largely centered in that age group—which represents just over 40% of all homes, but accounts for well over half of all discretionary resources.

- Homes headed by persons 65 or older also represent an important segment of the luxury market, because they are fairly numerous: 21% of the population, and 16% of all discretionary spending.
- Not unexpectedly, average discretionary income begins to decline after age 55, but per capita discretionary income continues to increase because household size is declining.
- Those under age 30 have relatively little discretionary spending power. They represent 17% of all homes, but only 10% of such resources.

Earners

- Homes with two or more people earning a paycheck make up 45% of all households, but almost 65% of discretionary income.
- Among families with a working husband, 70% also contain a working wife. Only about a quarter of homes with just the husband working have discretionary income. Where the wife is also employed, the ratio is over 40 percent.
- The average discretionary income of households where only the husband is earning a paycheck is a good deal larger than in cases where both are in the labor force. This somewhat unexpected circumstance is explained by the fact that in the exceptionally high income class, comparatively few wives are employed.

Education and Occupation

- Nearly 40% of the nation's householders spent at least some time in college, and they account for more than 70% of discretionary income.
- Over half of all homes where the householder holds a college degree fall in the discretionary income bracket. Although only about 20% of all households are in that education category, they control over half the total discretionary dollars.
- The homes headed by a high-school graduate account for 35% of the population, but for well under one out of four discretionary dollars.
- A relatively large number of households in the discretionary income bracket are headed by persons engaged in professional and managerial occupations.
- Those so employed account for one-fifth of the population, but for over 45% of all discretionary resources.

- Blue collar workers—almost one quarter of the population—account for only 15% of discretionary income.

Place of Residence

- The geographical distribution of discretionary income broadly parallels the distribution of the population.
- By regions, the New England, South Atlantic and Pacific States have the highest incidence of discretionary income.
- The ratio is below average in the East South Central, West North Central, Mountain and Middle Atlantic States.
- Suburban communities, as would be expected, are most likely to include households in the discretionary income bracket than are the cities.
- While less than half of the nation's homes are located in the suburbs, they account for well over half of all discretionary spending.
- Per capita discretionary income is higher in the city, on the other hand, because the average household has fewer people.

Race and Home Ownership

- The average household income after taxes available to Blacks and other races comes to only 73% of that of the White community. Moreover, since Black and other households are larger than average, their per capita incomes are only 65% of Whites.
- Almost a third of all White households have discretionary income, but the incidence among other races is about half that.
- Blacks and other races represent close to 14% of all households but have only 6% of all discretionary spending power. For the Hispanic community, the corresponding figures are 6% and 2 percent.
- Average after-tax income of renters is 60% that of homeowners. Close to 35% of owners have discretionary income; only 17% of renters have such income.
- Moreover, average discretionary income runs higher among homeowners than among renters. On a per capita basis, however, the difference is only about 15% because the renting household is smaller.

Technical Notes

The following paragraphs define the concept of discretionary income as used in this report. They provide a step-by-step description of the procedure used in estimating total discretionary income accruing to the nation's consumers and its distribution by various household characteristics.

Classification of Similar Households

In developing this study, a household was considered to have discretionary income if its spendable income substantially exceeded that of similar households. The criteria considered in defining similar households were those which are most important in determining the financial needs of the household. In this connection, the two most pertinent household characteristics are size and age. Consideration was also given to place of residence in assessing household needs since living costs frequently vary considerably by size of community and region of the country.

Information on all of the indicated characteristics—size, age, and place of residence—were cross-tabulated in establishing the various categories for classification of the 60,000 households included in the Bureau of the Census' March 1987 Current Population Survey. That survey provided all of the information needed to classify the households according to the indicated characteristics. In addition, the pre-tax annual income of each household was also shown in the Bureau's survey report.

The following specific designations were cross-tabulated in the grouping of households according to size, age, and location:

Age of Householder	Size of Households
Under 25 years	One person
25 to 29 years	Two persons
30 to 34 years	Three persons
35 to 39 years	Four persons
40 to 44 years	Five persons
45 to 49 years	Six persons or more
50 to 54 years	
55 to 59 years	Residence
60 to 64 years	
65 to 69 years	Metropolitan areas
70 years and over	Population
	1,000,000 or more
Region	Less than 1,000,000
	Nonmetropolitan areas
Northeast	
Midwest	
South	
West	

Defining Average Expenditures

The next step in calculating discretionary income consisted of estimating the average personal consumption expenditures for households cross-tabulated by age of householder and size of household. Such information was derived from data collected in an extensive Consumer Expenditures Survey (CES) conducted by the Bureau of the Census for the Bureau of Labor Statistics. For each group of "similar" households, average per-

sonal consumption expenditures as reported in the survey were expressed as a percentage of after-tax income. These percentages were then applied to the income amounts from the March 1987 Current Population Survey to estimate total expenditures for each household. The expenditure data used in this study are based on the 1985 CES, which was the latest data source available at the time these estimates were prepared. More current information from an ongoing Consumer Expenditure Survey will be available in the future, and later editions of this discretionary income study will use those data.

Calculating After-Tax Income

The Current Population Survey reports household income before taxes. To derive spendable income, a computer simulation model was developed to estimate the taxes paid by households included in the March 1987 survey. The payment of three types of taxes was simulated: Federal income taxes, state income taxes, and FICA and other employee-retirement taxes. Construction of the model incorporated data from many sources including reports from the Internal Revenue Service, state tax regulations, information from the Social Security Administration, data from the American Housing Survey, and from the Income Survey Development Program. A detailed description of the procedures used in the tax simulation model is found in *Current Population Reports,* Series P-23, No. 157, "Household After-Tax Income: 1986," published by the Bureau of the Census.

Deriving Discretionary Income

From the information computed through the procedures described above, it was possible to estimate the money available for personal consumption for each individual household included in the sample, and to compare the level of such spendable income with the average of all similar households. But what level of spendable income over and above that of the average of its group should be required for a household to be included in the discretionary income bracket? This is a difficult issue to resolve. Whatever dividing line is selected will evidently be arbitrary—equally compelling arguments could be made for a model with a higher or lower cutoff.

A study of household budgets by the Department of Labor, however, provides some reasonable guidelines. The Department has developed three model budgets for a four-person household with a head aged 35 to 54. The highest of these budgets provides for a well-above-average income, and allows for a

That budget provides for total personal consumption expenditures about 30 percent higher than the average expenditures of the relevant size and age group included in this study. Accordingly, a household was considered to have discretionary income if its spendable income exceeded that of its group by 30 percent or more, and discretionary income is defined as the total amount of money available (after taxes) to all households in excess of that level.

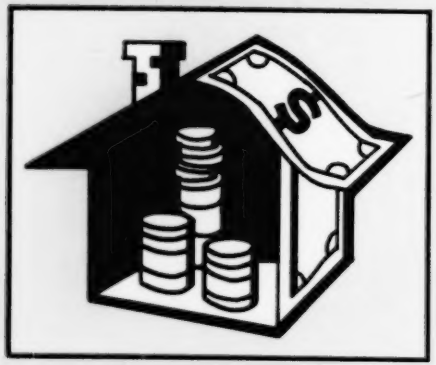
Based on this definition, about 25.9 million of the nation's households have at least some discretionary income, leaving 63.6 million homes that have not achieved that level of economic well-being. Homes with discretionary income account for 29 percent of the nation's households, and for over 53 percent of total personal income.

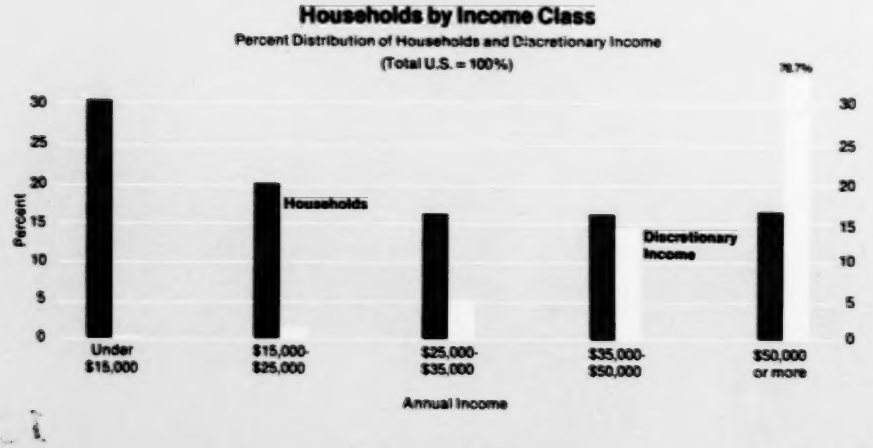
Source and Statistical Reliability

The estimates shown in this report began with data obtained in the March 1987 Current Population Survey (CPS). Data from the 1985 American Housing Survey, the 1985 Consumer Expenditure Survey, the 1979 relatively comfortable standard of living. Income Survey Development Program, and statistical summaries from the Internal Revenue Service and the Social Security Administration were combined with the March CPS data to produce estimates of after-tax and discretionary income. Estimates of standard errors for mean before- and after-tax household incomes can be found in *Current Population Reports*, Series P-23, No. 157, "Household After-Tax Income: 1986." Sampling variances have not been computed specifically for estimates of discretionary income.

The standard errors on the estimates in this report are relatively small. For example, the standard error for the mean before-tax household income of $30,759 is $125. The standard error allows the construction of confidence intervals—ranges that would include the average result of all possible samples with a known probability. In this case the 90-percent confidence interval (1.6 standard errors) is $30,559 to $30,959. This means that there is a 90-percent chance that the average estimate derived from all possible samples would be within this confidence interval.

Household Income



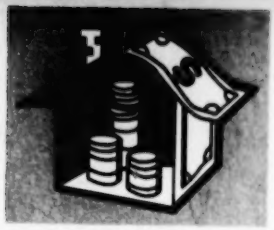


Household Income

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
Under $15,000	26,984	217.8	8,072	205.8	7,628	3,686
$15,000 to $19,999	9,303	161.1	17,319	142.5	15,319	6,344
$20,000 to $24,999	8,617	192.3	22,312	164.5	19,095	7,287
$25,000 to $29,999	7,733	211.1	27,292	175.6	22,710	8,190
$30,000 to $34,999	7,078	228.0	32,207	186.4	26,332	9,021
$35,000 to $39,999	6,089	227.0	37,278	182.0	29,881	9,851
$40,000 to $49,999	8,667	384.9	44,410	302.6	34,913	11,108
$50,000 to $74,999	10,085	599.4	59,437	455.6	45,172	13,803
$75,000 to $99,999	2,938	248.9	84,725	180.5	61,440	18,198
$100,000 and over	1,984	281.8	142,032	169.6	85,475	25,596
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
Under $15,000	30.2	7.9	26.2	9.5	31.5	40.6
$15,000 to $19,999	10.4	5.9	56.3	6.6	63.3	69.8
$20,000 to $24,999	9.6	7.0	72.5	7.6	78.9	80.2
$25,000 to $29,999	8.6	7.7	88.7	8.1	93.9	90.1
$30,000 to $34,999	7.9	8.3	104.7	8.6	108.8	99.3
$35,000 to $39,999	6.8	8.2	121.2	8.4	123.5	108.4
$40,000 to $49,999	9.7	14.0	144.4	14.0	144.3	122.2
$50,000 to $74,999	11.3	21.8	193.2	21.0	186.7	151.9
$75,000 to $99,999	3.3	9.0	275.4	8.3	253.9	200.3
$100,000 and over	2.2	10.2	461.8	7.8	353.2	281.7

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

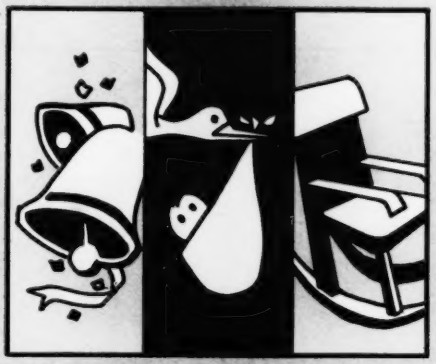


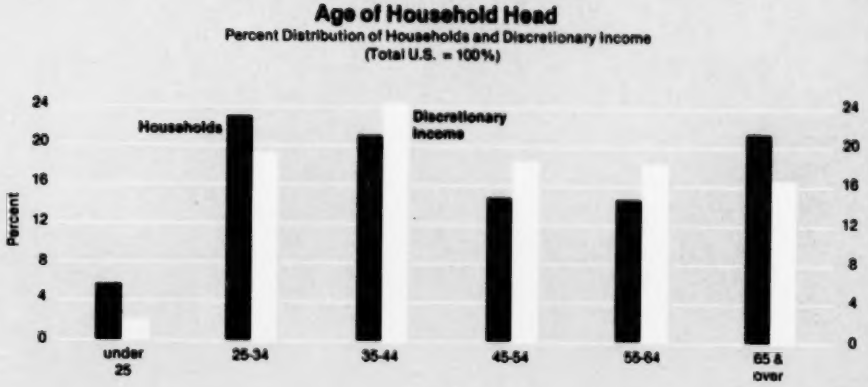
Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
Under $15,000	197	0.7	13,855	13,213	0.2	1,014	890
$15,000 to $19,999	694	7.5	17,570	16,108	1.6	2,304	1,962
$20,000 to $24,999	1,011	11.7	22,558	19,303	3.5	3,438	2,474
$25,000 to $29,999	1,662	21.5	27,460	22,733	6.2	3,737	2,328
$30,000 to $34,999	2,248	31.8	32,327	26,323	10.6	4,700	2,404
$35,000 to $39,999	2,278	37.4	37,453	29,990	13.3	5,841	2,480
$40,000 to $49,999	4,807	55.5	44,767	35,190	32.4	6,746	2,500
$50,000 to $74,999	8,146	80.8	60,163	45,618	93.6	11,493	3,761
$75,000 to $99,999	2,885	100.0	84,785	61,466	65.8	22,818	6,830
$100,000 and over	1,940	100.0	140,759	86,745	91.8	47,320	14,163
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
Under $15,000	0.8	2.5	24.5	31.5	0.1	8.2	19.2
$15,000 to $19,999	2.7	25.8	31.0	38.4	0.5	18.7	42.3
$20,000 to $24,999	3.9	40.6	39.9	46.0	1.1	27.9	53.4
$25,000 to $29,999	6.4	74.4	48.5	54.2	1.9	30.3	50.2
$30,000 to $34,999	8.7	109.9	57.1	62.8	3.3	38.1	51.9
$35,000 to $39,999	8.8	129.4	66.2	71.5	4.2	47.4	53.5
$40,000 to $49,999	18.6	191.8	79.1	83.9	10.2	54.7	54.0
$50,000 to $74,999	31.5	279.4	106.3	108.8	29.3	93.2	81.2
$75,000 to $99,999	11.2	346.0	149.8	146.6	20.6	185.0	147.4
$100,000 and over	7.5	346.0	248.7	206.8	28.8	383.7	305.7

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Age




Age of Household Head
Percent Distribution of Households and Discretionary Income
(Total U.S. = 100%)
Percent
Households
Discretionary Income
24
20
16
12
8
4
0
under 25
25-34
35-44
45-54
55-64
65 & over

Age

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
15 to 24 years	5,197	94.3	18,155	78.0	15,008	6,502
25 to 29 years	9,652	260.7	27,012	205.9	21,335	8,061
30 to 34 years	10,850	340.1	31,342	264.3	24,359	7,915
35 to 39 years	10,155	365.3	35,975	280.2	27,590	8,244
40 to 44 years	8,549	339.1	39,665	259.1	30,314	8,941
45 to 49 years	6,888	288.2	41,833	218.3	31,695	9,844
50 to 54 years	6,323	254.4	40,235	193.0	30,518	10,513
55 to 59 years	6,443	232.9	36,141	178.5	27,707	10,931
60 to 64 years	6,424	200.9	31,267	157.8	24,565	11,165
65 to 69 years	6,086	148.3	24,372	125.3	20,595	10,472
70 years and over	12,912	228.1	17,668	204.6	15,848	9,567
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
15 to 24 years	5.8	3.4	59.0	3.6	62.0	71.5
25 to 29 years	10.8	9.5	87.8	9.5	88.2	88.7
30 to 34 years	12.1	12.4	101.9	12.2	100.7	87.1
35 to 39 years	11.3	13.3	117.0	12.9	114.0	90.7
40 to 44 years	9.6	12.3	129.0	12.0	125.3	98.4
45 to 49 years	7.7	10.5	136.0	10.1	131.0	108.3
50 to 54 years	7.1	9.2	130.8	8.9	126.1	115.7
55 to 59 years	7.2	8.5	117.5	8.2	114.5	120.3
60 to 64 years	7.2	7.3	101.7	7.3	101.5	122.9
65 to 69 years	6.8	5.4	79.2	5.8	85.1	115.2
70 years and over	14.4	8.3	57.4	9.5	65.5	105.3

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
15 to 24 years	972	18.7	38,241	30,124	7.6	7,790	3,022
25 to 29 years	2,646	27.4	48,547	36,618	24.2	9,130	3,306
30 to 34 years	3,419	31.5	54,243	40,067	37.3	10,919	3,713
35 to 39 years	3,349	33.0	60,049	43,585	41.5	12,405	4,195
40 to 44 years	2,605	30.5	66,133	47,891	36.5	13,999	4,679
45 to 49 years	2,299	33.4	69,412	49,968	33.2	14,448	4,572
50 to 54 years	2,008	31.8	68,181	49,079	27.2	13,550	4,899
55 to 59 years	2,252	35.0	61,480	44,906	32.8	14,584	5,759
60 to 64 years	1,848	28.8	61,001	44,262	26.5	14,356	6,188
65 to 69 years	1,523	25.0	50,447	38,968	19.7	12,921	6,280
70 years and over	2,946	22.8	39,117	32,344	32.5	11,015	6,073
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
15 to 24 years	3.8	64.7	67.6	71.8	2.4	63.2	65.2
25 to 29 years	10.2	94.8	85.8	87.3	7.6	74.0	71.4
30 to 34 years	13.2	109.0	95.8	95.5	11.7	88.5	80.1
35 to 39 years	12.9	114.1	106.1	103.9	13.0	100.6	90.5
40 to 44 years	10.1	105.4	116.8	114.2	11.4	113.5	101.0
45 to 49 years	8.9	115.5	122.6	119.1	10.4	117.2	98.7
50 to 54 years	7.8	109.9	120.5	117.0	8.5	109.9	105.7
55 to 59 years	8.7	120.9	108.6	107.1	10.3	118.3	124.3
60 to 64 years	7.1	99.5	107.8	105.5	8.3	116.4	133.6
65 to 69 years	5.9	86.6	89.1	92.9	6.2	104.8	135.5
70 years and over	11.4	78.9	69.1	77.1	10.2	89.3	131.1

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Size of Household

Size of Household

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
1 person	21,128	347.4	16,442	277.2	13,121	13,121
2 persons	28,602	895.3	31,302	705.4	24,661	12,192
3 persons	16,159	581.2	35,967	453.0	28,036	9,234
4 persons	13,984	555.1	39,696	431.5	30,858	7,684
5 persons	6,162	243.8	39,555	193.1	31,334	6,246
6 persons or more	3,443	129.6	37,628	104.9	30,458	4,531
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
1 person	23.6	12.6	53.5	12.8	54.2	144.4
2 persons	32.0	32.5	101.8	32.6	101.9	134.2
3 persons	18.1	21.1	116.9	20.9	115.9	101.6
4 persons	15.6	20.2	129.1	19.9	127.5	84.6
5 persons	6.9	8.9	128.6	8.9	129.5	68.7
6 persons or more	3.8	4.7	122.3	4.8	125.9	49.9

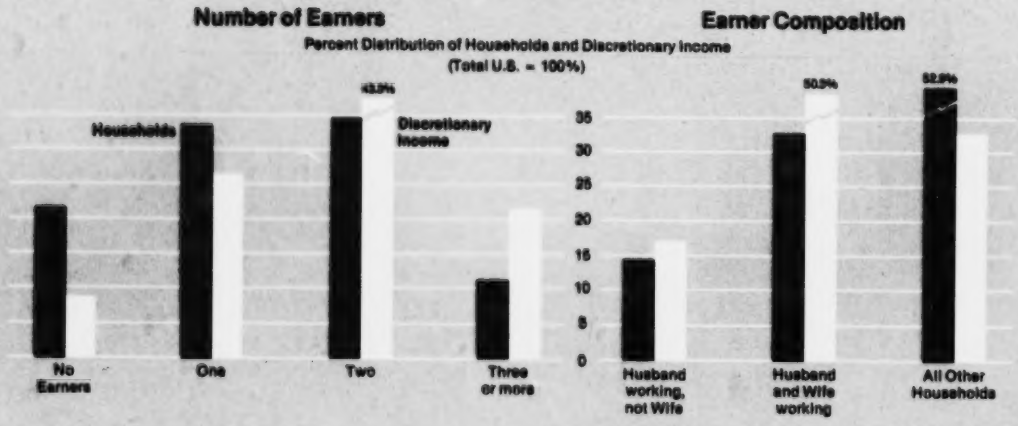
*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
1 person	5,640	26.7	34,224	25,424	48.8	8,655	8,655
2 persons	8,843	30.9	57,587	42,626	115.6	13,077	6,476
3 persons	4,781	29.6	64,464	47,365	65.8	13,758	4,528
4 persons	3,970	28.4	68,520	50,595	51.5	12,981	3,223
5 persons	1,726	28.0	68,612	51,550	23.8	13,805	2,743
6 persons or more	909	26.4	69,742	53,168	13.4	14,781	2,183
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
1 person	21.8	92.3	60.5	60.6	15.3	70.2	186.8
2 persons	34.2	106.9	101.7	101.6	36.2	106.0	139.8
3 persons	18.5	102.3	113.9	112.9	20.6	111.6	97.7
4 persons	15.3	98.2	121.1	120.6	16.2	105.3	69.6
5 persons	6.7	96.9	121.2	122.9	7.5	111.9	59.2
6 persons or more	3.5	91.4	123.2	126.8	4.2	119.9	47.1

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Earners

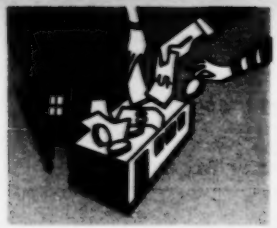

Number of Earners
Earner Composition
Percent Distribution of Households and Discretionary Income
(Total U.S. = 100%)
Households
Discretionary Income
43.2%
50.5%
52.5%
35
30
25
20
15
10
5
0
No Earners
One
Two
Three or more
Husband working, not Wife
Husband and Wife working
All Other Households

Number and Type of Earners

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
NUMBER OF EARNERS						
No earners	19,038	254.1	13,348	236.3	12,410	7,224
1 earner	29,789	759.7	25,503	594.2	19,948	8,893
2 earners	30,707	1,206.5	39,291	925.6	30,143	9,731
3 earners or more	9,945	531.9	53,488	409.0	41,131	9,377
TYPE OF EARNERS						
Husband working, wife not working	12,812	479.2	37,400	370.2	28,893	8,118
Husband and wife working	29,291	1,306.0	44,587	994.2	33,943	10,020
All other households	47,376	967.1	20,414	800.7	16,901	8,570
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
NUMBER OF EARNERS						
No earners	21.3	9.2	43.4	10.9	51.3	79.5
1 earner	33.3	27.6	82.9	27.4	82.4	97.9
2 earners	34.3	43.8	127.7	42.8	124.6	107.1
3 earners or more	11.1	19.3	173.9	18.9	170.0	103.2
TYPE OF EARNERS						
Husband working, wife not working	14.3	17.4	121.6	17.1	119.4	89.3
Husband and wife working	32.7	47.5	145.0	45.9	140.3	110.3
All other households	52.9	35.1	66.4	37.0	69.8	94.3

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

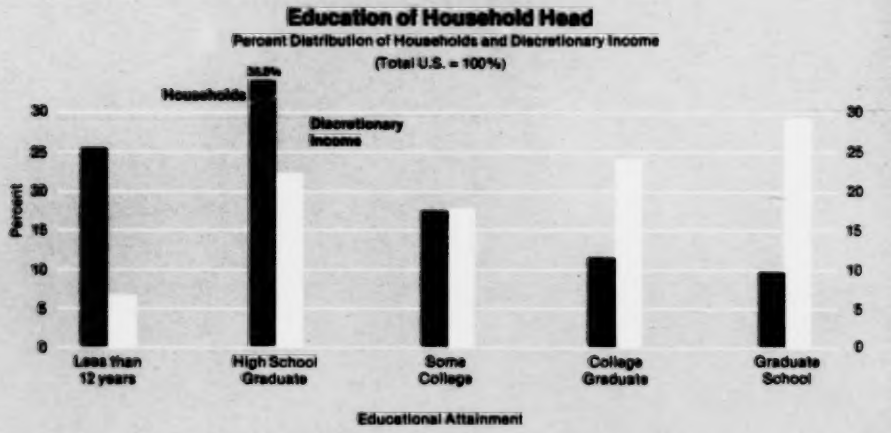


Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
NUMBER OF EARNERS							
No earners	2,840	14.9	35,709	30,329	28.3	9,958	6,559
1 earner	7,562	25.4	48,094	34,841	84.5	11,172	6,080
2 earners	11,220	36.5	60,391	44,346	138.1	12,309	4,276
3 earners or more	4,246	42.7	75,737	55,996	68.1	16,049	3,715
TYPE OF EARNERS							
Husband working, wife not working	3,426	26.7	69,704	49,945	54.4	15,868	4,696
Husband and wife working	12,067	41.2	64,783	47,512	160.6	13,308	4,113
All other households	10,376	21.9	42,768	32,817	104.1	10,030	5,709
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
NUMBER OF EARNERS							
No earners	11.0	51.6	63.1	72.3	8.9	80.7	141.6
1 earner	29.2	87.8	85.0	83.1	26.5	90.6	131.2
2 earners	43.4	126.4	106.7	105.7	43.3	99.8	92.3
3 earners or more	16.4	147.7	133.8	133.5	21.4	130.1	80.2
TYPE OF EARNERS							
Husband working, wife not working	13.2	92.5	123.1	119.1	17.0	128.7	101.3
Husband and wife working	46.6	142.5	114.4	113.3	50.3	107.9	88.8
All other households	40.1	75.8	75.6	78.2	32.6	81.3	123.2

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Education


Education of Household Head
Percent Distribution of Households and Discretionary Income
(Total U.S. = 100%)
Households
Discretionary Income
Percent
30
25
20
15
10
5
0
Less than 12 years
High School Graduate
Some College
College Graduate
Graduate School
Educational Attainment

Education

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
Less than 12 years	23,012	411.9	17,900	355.1	15,430	6,002
12 years	32,023	887.0	27,700	718.5	22,437	8,240
College: total	34,445	1,453.4	42,194	1,091.6	31,690	11,877
1 to 3 years	15,456	511.4	33,086	402.5	26,040	9,764
4 years	10,408	472.1	45,354	350.6	33,688	12,842
5 years or more	8,581	470.0	54,768	338.4	39,443	14,476
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
Less than 12 years	25.7	15.0	58.2	16.4	63.8	66.0
12 years	35.8	32.2	90.1	33.2	92.7	90.7
College: total	38.5	52.8	137.2	50.4	131.0	130.7
1 to 3 years	17.3	18.6	107.6	18.6	107.6	107.4
4 years	11.6	17.2	147.4	16.2	139.2	141.3
5 years or more	9.6	17.1	178.1	15.6	163.0	159.3

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
Less than 12 years	2,604	11.3	43,783	34,508	21.9	8,416	3,076
12 years	7,850	24.5	48,448	37,296	70.6	8,999	3,381
College: total	15,414	44.8	62,925	45,561	226.5	14,692	5,546
1 to 3 years	5,051	32.7	54,253	40,904	56.7	11,226	4,174
4 years	5,249	50.4	63,043	45,427	76.4	14,559	5,643
5 years or more	5,115	59.6	71,369	50,298	93.3	18,250	6,810
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
Less than 12 years	10.1	39.1	77.3	82.3	6.9	68.2	66.4
12 years	30.3	84.8	85.6	88.9	22.1	73.0	73.0
College: total	59.6	154.8	111.2	108.6	71.0	119.1	119.7
1 to 3 years	19.5	113.0	95.8	97.5	17.8	91.0	90.1
4 years	20.3	174.4	111.4	108.3	24.0	118.1	121.8
5 years or more	19.8	206.2	126.1	119.9	29.3	148.0	147.0

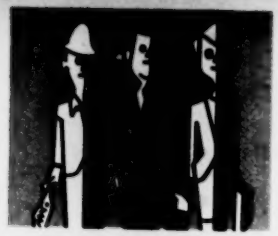
*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Occupation

Occupation

	Total Households and Income					
		Before Tax Income		After Tax Income		
	Total Households (thousands)	*Aggregate (billions)*	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
Managerial and professional specialty	17,826	896.6	50,300	653.9	36,685	13,162
Technical, sales, and administrative support	15,767	553.9	35,127	425.4	26,977	10,173
Precision production, craft, repair, operators, fabricators, & laborers	21,553	669.1	31,046	533.6	24,760	7,853
Service, farming, forestry, and fishing	9,158	209.0	22,820	171.3	18,709	6,562
Nonworker or in the Armed Forces	25,175	423.7	16,830	380.9	15,128	7,227
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
Managerial and professional specialty	19.9	32.6	163.5	30.2	151.6	144.8
Technical, sales, and administrative support	17.6	20.1	114.2	19.6	111.5	111.9
Precision production, craft, repair, operators, fabricators, & laborers	24.1	24.3	100.9	24.6	102.3	86.4
Service, farming, forestry, and fishing	10.2	7.6	74.2	7.9	77.3	72.2
Nonworker or in the Armed Forces	28.1	15.4	54.7	17.6	62.5	79.5

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

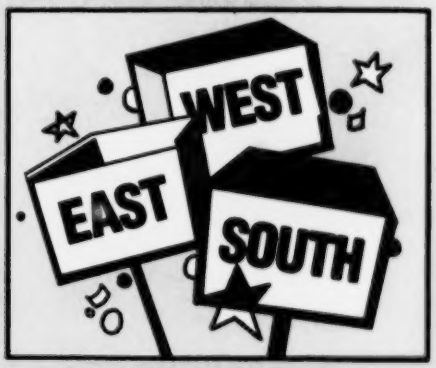


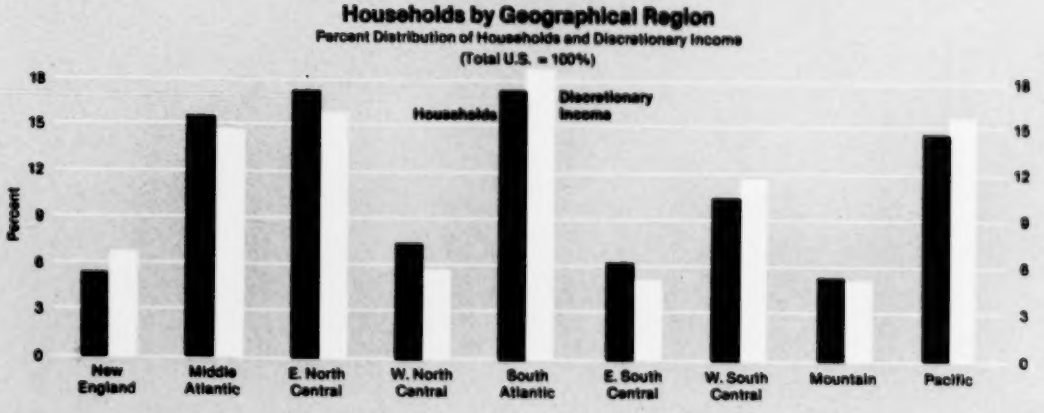
Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	56,605	41,940	319.0	12,332	4,633
Managerial and professional specialty	9,512	53.4	67,743	48,138	151.8	15,961	5,883
Technical, sales, and administrative support	5,210	33.0	57,570	41,963	62.6	12,021	4,571
Precision production, craft, repair, operators, fabricators, & laborers	5,551	25.8	49,874	38,029	47.3	8,519	2,828
Service, farming, forestry, and fishing	1,433	15.6	50,371	38,510	13.8	9,633	3,348
Nonworker or in the Armed Forces	4,163	16.5	41,066	34,146	43.5	10,444	5,112
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
Managerial and professional specialty	36.8	184.6	119.7	114.8	47.6	129.4	127.0
Technical, sales, and administrative support	20.1	114.3	101.7	100.1	19.6	97.5	98.7
Precision production, craft, repair, operators, fabricators, & laborers	21.5	89.1	88.1	90.7	14.8	69.1	61.0
Service, farming, forestry, and fishing	5.5	54.1	89.0	91.8	4.3	78.1	72.3
Nonworker or in the Armed Forces	16.1	57.2	72.5	81.4	13.6	84.7	110.3

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

The Regions


WEST
EAST
SOUTH


Households by Geographical Region
Percent Distribution of Households and Discretionary Income
(Total U.S. = 100%)
Percent
18
15
12
9
6
3
0
Households
Discretionary Income
New England
Middle Atlantic
E. North Central
W. North Central
South Atlantic
E. South Central
W. South Central
Mountain
Pacific

Regions

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
New England	4,793	168.3	35,126	132.5	27,653	10,541
Middle Atlantic	14,080	454.1	32,253	349.6	24,832	9,469
East North Central	15,378	464.5	30,207	370.0	24,062	8,981
West North Central	6,595	186.9	28,335	147.6	22,378	8,475
South Atlantic	15,465	472.2	30,531	371.8	24,039	9,175
East South Central	5,556	132.0	23,754	107.4	19,331	7,235
West South Central	9,599	279.1	29,079	224.5	23,390	8,563
Mountain	4,844	144.7	29,877	114.3	23,599	8,842
Pacific	13,170	450.4	34,203	347.3	26,375	9,748
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
New England	5.4	6.1	114.2	6.1	114.3	116.0
Middle Atlantic	15.7	16.5	104.9	16.1	102.6	104.2
East North Central	17.2	16.9	98.2	17.1	99.4	98.8
West North Central	7.4	6.8	92.1	6.8	92.5	93.3
South Atlantic	17.3	17.2	99.3	17.2	99.3	101.0
East South Central	6.2	4.8	77.2	5.0	79.9	79.6
West South Central	10.7	10.1	94.5	10.4	96.7	94.2
Mountain	5.4	5.3	97.1	5.3	97.5	97.3
Pacific	14.7	16.4	111.2	16.0	109.0	107.3

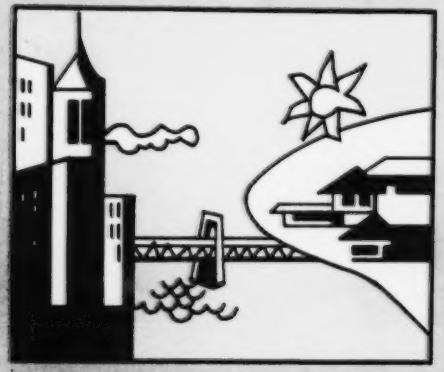
*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
New England	1,624	33.9	59,570	44,607	21.8	13,432	5,016
Middle Atlantic	3,738	26.5	61,168	43,971	47.3	12,667	4,842
East North Central	4,487	29.2	53,700	40,486	50.8	11,311	4,262
West North Central	1,814	27.5	51,771	38,231	18.5	10,211	3,868
South Atlantic	4,657	30.1	55,701	41,466	60.3	12,946	4,890
East South Central	1,426	25.7	47,661	36,351	15.9	11,119	4,088
West South Central	2,782	29.0	56,203	42,711	37.9	13,615	4,977
Mountain	1,320	27.2	55,762	41,281	16.2	12,293	4,693
Pacific	4,022	30.5	61,360	44,486	50.3	12,520	4,681
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
New England	6.3	117.2	105.2	106.4	6.8	108.9	108.2
Middle Atlantic	14.4	91.8	108.1	104.8	14.8	102.7	104.5
East North Central	17.3	100.9	94.9	96.5	15.9	91.7	92.0
West North Central	7.0	95.2	91.5	91.2	5.8	82.8	83.5
South Atlantic	18.0	104.2	98.4	98.9	18.9	105.0	105.5
East South Central	5.5	88.8	84.2	86.7	5.0	90.2	88.2
West South Central	10.8	100.2	99.3	101.8	11.9	110.4	107.4
Mountain	5.1	94.2	98.5	98.4	5.1	99.7	101.3
Pacific	15.5	105.6	108.4	106.1	15.8	101.5	101.0

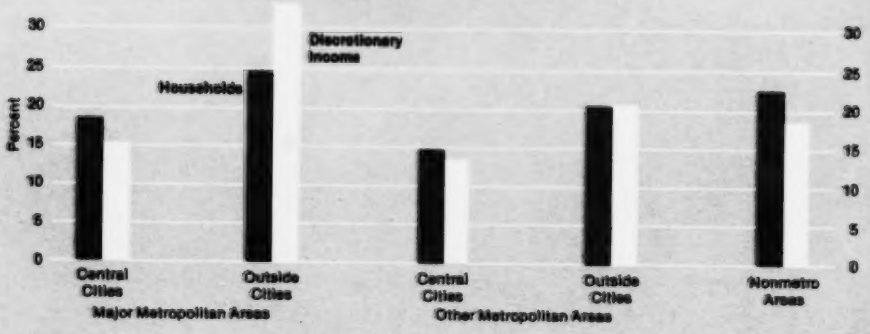
*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Place of Residence



Metro and Nonmetro Area Residence

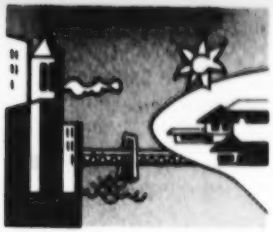
Percent Distribution of Households and Discretionary Income
(Total U.S. = 100%)



Place of Residence

	Total Households (thousands)	Total Households and Income: Before Tax Income — Aggregate (billions)	Before Tax Income — Average	After Tax Income — Aggregate (billions)	After Tax Income — Average	After Tax Income — Per capita
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
Major metropolitan areas	38,165	1,340.9	35,133	1,030.8	27,009	10,105
Inside central cities	16,305	470.0	28,827	365.0	22,383	8,875
Outside central cities	21,860	870.8	39,837	665.8	30,460	10,936
Other metropolitan areas	31,196	932.2	29,881	742.6	23,806	8,995
Inside central cities	13,020	352.1	27,044	282.9	21,727	8,725
Outside central cities	18,177	580.1	31,914	459.8	25,294	9,170
Nonmetropolitan areas	20,118	479.2	23,821	391.7	19,469	7,295
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
Major metropolitan areas	42.7	48.7	114.2	47.6	111.6	111.2
Inside central cities	18.2	17.1	93.7	16.9	92.5	97.7
Outside central cities	24.4	31.6	129.5	30.8	125.9	120.3
Other metropolitan areas	34.9	33.9	97.1	34.3	98.4	99.0
Inside central cities	14.6	12.8	87.9	13.1	89.8	96.0
Outside central cities	20.3	21.1	103.8	21.2	104.5	100.9
Nonmetropolitan areas	22.5	17.4	77.4	18.1	80.5	80.3

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.



Households With Discretionary Income

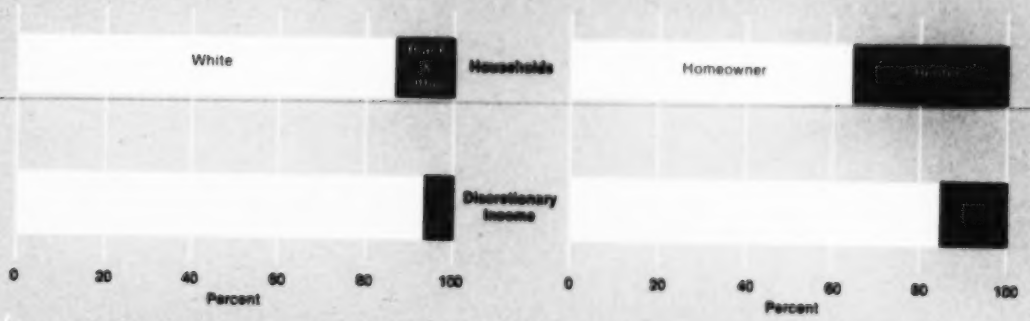
	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
Major metropolitan areas	11,236	29.4	64,513	46,604	153.2	13,635	5,097
Inside central cities	3,694	22.7	60,473	43,581	48.1	13,010	5,328
Outside central cities	7,541	34.5	66,492	48,084	105.1	13,940	4,999
Other metropolitan areas	8,877	28.5	54,761	41,215	107.7	12,132	4,586
Inside central cities	3,523	27.1	52,089	39,439	41.8	11,864	4,802
Outside central cities	5,353	29.5	56,520	42,384	65.9	12,308	4,460
Nonmetropolitan areas	5,756	28.6	44,012	33,955	58.1	10,100	3,795
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
Major metropolitan areas	43.4	101.8	114.0	111.1	48.0	110.6	110.0
Inside central cities	14.3	78.4	106.8	103.9	15.1	105.5	115.0
Outside central cities	29.2	119.3	117.5	114.7	33.0	113.0	107.9
Other metropolitan areas	34.3	98.4	96.7	98.3	33.8	98.4	99.0
Inside central cities	13.6	93.6	92.0	94.0	13.1	96.2	103.6
Outside central cities	20.7	101.9	99.9	101.1	20.7	99.8	96.3
Nonmetropolitan areas	22.3	99.0	77.8	81.0	18.2	81.9	81.9

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

Race and Tenure

Race **Housing Tenure**

Percent Distribution of Households and Discretionary Income
(Total U.S. = 100%)



Race and Tenure

Total Households and Income

	Total Households (thousands)	Before Tax Income		After Tax Income		
		Aggregate (billions)	*Average*	*Aggregate (billions)*	*Average*	*Per capita*
Total	89,479	$2,752.3	$30,759	$2,165.1	$24,197	$9,087
RACE OF HOUSEHOLDER						
White	77,284	2,476.2	32,040	1,940.8	25,113	9,593
Black and other races	12,195	276.1	22,641	224.3	18,391	6,240
Hispanic origin[1]	5,418	125.6	23,173	103.5	19,098	5,577
TENURE						
Owner-occupied	57,258	2,069.8	36,148	1,618.1	28,260	10,035
Renter-occupied	32,221	682.5	21,182	547.0	16,977	7,103
PROPORTIONS AND RELATIVES*						
Total	100.0%	100.0%	100.0	100.0%	100.0	100.0
RACE OF HOUSEHOLDER						
White	86.4	90.0	104.2	89.6	103.8	105.6
Black and other races	13.6	10.0	73.6	10.4	76.0	68.7
Hispanic origin[1]	6.1	4.6	75.3	4.8	78.9	61.4
TENURE						
Owner-occupied	64.0	75.2	117.5	74.7	116.8	110.4
Renter-occupied	36.0	24.8	68.9	25.3	70.2	78.2

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

[1]Persons of Hispanic origin may be of any race.

Households With Discretionary Income

	Households		Average Income		Spendable Discretionary Income		
	Number (thous.)	*Proportion of households*	*Before taxes*	*After taxes*	*Aggregate (billions)*	*Average*	*Per capita*
Total	25,869	28.9	$56,605	$41,940	$319.0	$12,332	$4,633
RACE OF HOUSEHOLDER							
White	23,927	31.0	56,786	42,040	298.9	12,491	4,769
Black and other races	1,942	15.9	54,368	40,713	20.2	10,374	3,258
Hispanic origin[1]	761	14.1	54,245	41,505	7.0	9,174	2,525
TENURE							
Owner-occupied	20,223	35.3	59,501	44,135	268.7	13,288	4,745
Renter-occupied	5,646	17.5	46,233	34,081	50.3	8,911	4,115
PROPORTIONS AND RELATIVES*							
Total	100.0%	100.0	100.0	100.0	100.0%	100.0	100.0
RACE OF HOUSEHOLDER							
White	92.5	107.1	100.3	100.2	93.7	101.3	102.9
Black and other races	7.5	55.1	96.0	97.1	6.3	84.1	70.3
Hispanic origin[1]	2.9	48.6	95.8	99.0	2.2	74.4	54.5
TENURE							
Owner-occupied	78.2	122.2	105.1	105.2	84.2	107.7	102.4
Renter-occupied	21.8	60.6	81.7	81.3	15.8	72.3	88.8

*Columns with "%" show distributions; other columns show relative values with U.S. average = 100.
All population figures are for March 1987; income figures are for the preceding year, expressed in 1986 dollars.

[1]Persons of Hispanic origin may be of any race.

About The Conference Board's

Consumer Research Center

The Conference Board is an independent, not-for-profit research institution with facilities in the United States, Canada and Europe. Its objective studies of management and economics produce a continuing flow of timely and practical information to assist leaders of business, government, labor and other institutions in arriving at sound decisions.

The **Consumer Research Center** was established by The Board to meet the needs of marketing executives in their day-to-day operations and long-term planning. The Center's services include regular monthly reports monitoring consumer opinion and behavior, detailed studies of consumer income and expenditures, and the development of long-range projections of the economic, demographic and social characteristics of the population. There is an annual fee for membership in the Center.

For further information contact:

Consumer Research Center
The Conference Board, Inc.
845 Third Avenue, New York, NY 10022
(212) 759-0900
Telex: 234465 and 237282